
From: Pat Boyd [/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=964064AA20E946EC8768BB561A22A814-PAT BOYD]
Sent: 11/25/2020 7:24:49 PM
To: Orders [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=fc38ddea604f408b84222b11beeee9f8-Orders]
Subject: FW:

See below with inventory on consignment. The idea is to only receive this when it's sold so we don't take a loss



Patrick Boyd | Managing Partner
Safe Chain Solutions, LLC
822 Chesapeake Drive | Cambridge, MD 21613
office: 855.437.5727 x1002 | fax: 866.930.1128
www.SafeChain.com |

From: Adam Brosius <adam@pharmasales.com>
Sent: Tuesday, November 24, 2020 6:57 PM
To: Open Orders <wwopenorders@pharmasales.com>; Pat Boyd <PatB@Safechain.com>; Charles Boyd <CharlesB@Safechain.com>
Subject:

Bill Please send this out to all reps tomorrow then send an updated SD inventory to them every day. Garrett will help with the inventory list.

Pat -- please send to all internal reps

Happy Thanksgiving everyone!

I wanted to give everyone an update on the HIV market as we head into the holiday season.

We have been told by multiple suppliers that HIV availability dries up to almost nothing in early to mid December till the end of the year. The big 3 take all the inventory from the manufacturers. We haven't seen that yet -- but that is what we are expecting. BLVD will be better than Gentek.

This will put a big strain on our suppliers and our GPO clients.

Also -- they are telling me that WAC prices sometimes get adjusted higher in the new year.

GOVERNMENT
EXHIBIT

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Pat, Garrett and I will be allocating HIV inventory to orders as it comes in. Do not put in large orders without talking to us, they will not be honored and will screw up inventory.

On a more positive note -- we bought some shortdated inventory from Blvd. This is very difficult to come by -- so take advantage of it ASAP before it is gone.

Blvd gave us a small discount which you can keep as GP or pass on to your clients. The pharmacies dont ever pass on the short dated discount to clients -- they keep the extra profit.

This inventory is NOT in the system and will only be added as we sell it. Garrett (or Bill) will send out an updated SD inventory sheet every day -- call him with inventory questions.

Below is the short dated list. They are out looking for more SD product. BLVD ONLY.

BLVD SHORT
DATES

Product	NDC	Expiration	QTY WAC	Normal cost	Short Date Cost	MAX discount	MIN Sales Price
Isentress 400mg	S00006-0227-61	Feb 2021	49 \$1,653.12	\$1,225	\$1,100 wac-9		\$1,504.34
Prezcobix	S59676-0575-30	Jan 2021	94 \$2,018.20	\$1,450	\$1,285 wac-12		\$1,776.02
Prezista 800	S59676-0566-30	Jan 2021	16 \$1,765.73	\$1,300	\$1,200 wac-12		\$1,553.84
Genvoya	S61958-1901-01	Mar 2021	2 \$3,238.31	\$2,625	\$2,525 wac-9		\$2,946.86
STRIBILD	S61958-1201-01	Jan 2021	5 \$3,396.99	\$2,700	\$2,450 wac-12		\$2,989.35
Triumeq	S49702-0231-13	Feb 2021	8 \$3,032.09	\$2,525	\$2,325 wac-12		\$2,668.24
Viread	S61958-0401-01	April 2021	1 \$1,253.50	\$1,003	\$900 wac-9		\$1,140.68

Talk to Garrett or myself if you have questions.

HIV ADVICE --- SELL WHAT WE HAVE IN STOCK. We have the lowest prices anywhere. Don't worry about what we don't have. PUSH THE POSITIVE!!

Thanks and Happy Holidays.

Worldwide Pharma Sales Group Inc.
455 NE Fifth Avenue Suite D434
Delray Beach, Florida 33483
215.595.3932
adam@pharmasales.com